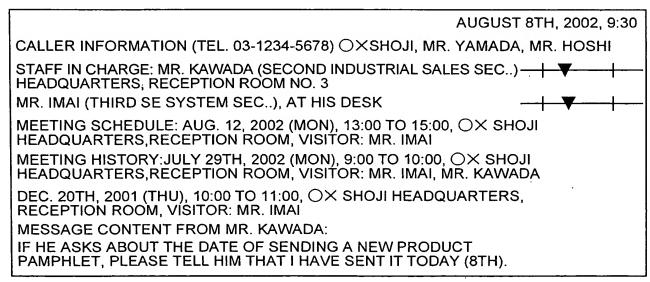
SECOND INDU	STRIAL SAL	ES DEPT.) MR.	·		3TH, 2002, 8 YEE NO. 98	
□CALLER : ○ ACTION : ●	•	R. YAMADA OTRANSFER	OREJECT F	RECEP'	TION	
		ABOUT THE DA , PLEASE TELL				
RESULT: NO	RESPONSE	RESULT			٠	
□CALLER: MA	NSION SAL	ES, MR. SAKAI			:	
ACTION: O	MESSAGE	OTRANSFER	•REJECT I	RECEP	TION	
MESSAGE CONTENT:						
			REGIS	STER	UPDATE	DELETE

## FIG.2



MESSAGE: HANDLED OREQUIRED RE-HANDLING
MESSAGE FROM THE CALLER: YES ONO

PLEASE BRING THE NEW PRODUCT
PAMPHLET WHEN YOU SEE ME NEXT TIME.

RESPONDENT: MR. YAMASHITA, SECOND
INDUSTRIAL SALES SEC.

RESPONDED
DATE AND TIME: AUG. 8TH, 2002, 9:30

OK

### FIG.4

TO MR. KAWADA, SECOND INDUSTRIAL SALES SEC.

THERE WAS A PHONE CALL FROM MR. YAMADA,

\( \subseteq \text{SHOJI}, \text{ ON AUG. 8TH, 2002, AT 9:30.} \)

I DELIVERED YOUR MESSAGE TO HIM.

HE ASKED ME TO LEAVE YOU A FOLLOWING MESSAGE.

[PLEASE BRING THE NEW PRODUCT PAMPHLET WHEN YOU SEE ME NEXT TIME.]

RESPONDENT: YAMASHITA, SECOND INDUSTRIAL SALES SEC.

#### FIG.5

DID HE CALL ME TO CHANGE THE APPOINTMENT?

YES NO

DESIRED DATE: AUG. 12TH, 2002, 10:00 TO 12:00

DESIRED LOCATION: OXSHOJI HEADQUARTERS, RECEPTION ROOM

RESPONDENT: SECOND INDUSTRIAL SALES SEC., YAMASHITA

DATE AND TIME: AUG. 8TH, 2002, 11:00

OK

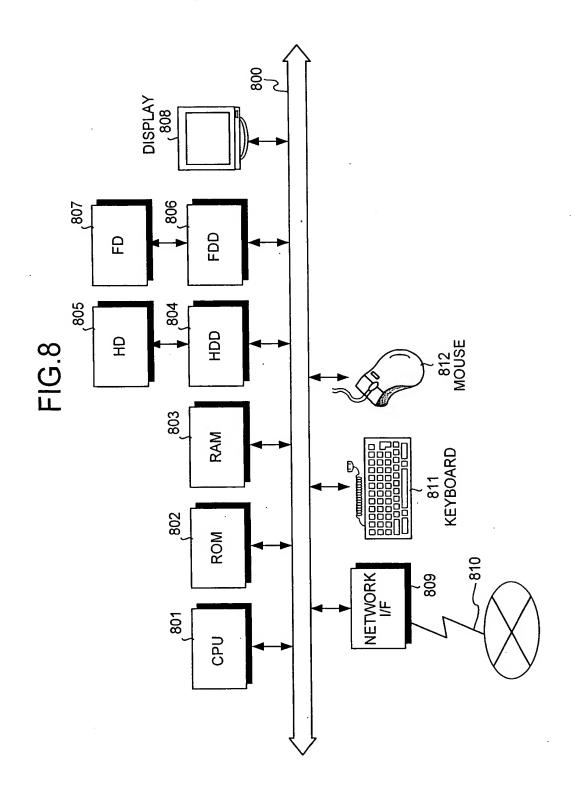
### FIG.7

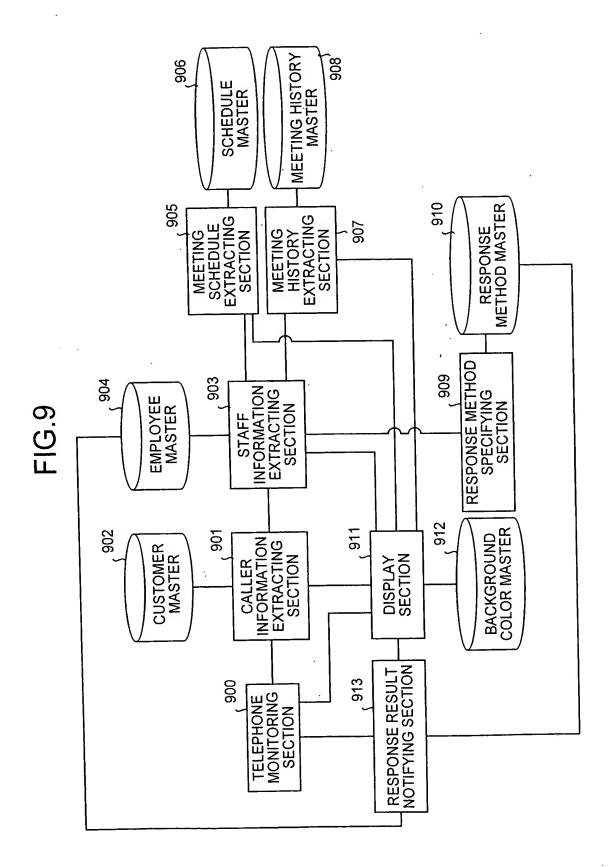
TO MR. KAWADA, SECOND INDUSTRIAL SALES SEC.

THERE WAS A PHONE CALL FROM MR. YAMADA, OXSHOJI, ON AUG. 8TH, 2002, AT 11:00. HE WANTS TO CHANGE THE APPOINTMENT AS FOLLOWS.

ORIGINAL SCHEDULE: AUG. 12TH, 13:00 TO 15:00, \( \times \text{SHOJI HEADQUARTERS, RECEPTION ROOM} \)
DESIRED DATE AND TIME: AUG. 12TH, 10:00 TO 12:00, \( \times \text{SHOJI HEADQUARTERS, RECEPTION ROOM} \)

RESPONDENT: YAMASHITA, SECOND INDUSTRIAL SALES SEC.





# FIG 10

CUSTOMER NO.	CUSTOMER NAME (COMPANY NAME)	CUSTOMER NAME (PERSONAL NAME)	STAFF IN CHARGE	TELEPHONE NUMBER
A-1	ILOH8 XO	MR. YAMADA, MR. HOSHI	987654、979799	03-1234-5678
A-2	∆∆ KOGYO	MR. MATSUYAMA	200123	048-777-1111

## FIG 11

			()		AUMOHULO	F-MAII
STAFF NO.	SECTION	NAME	TELEPHONE NO. (OUTSIDE LINE)	(EXTENSION)	NO.	ADDRESS
979799	THIRD SE	KAZUO IMAI	03-333-1234	7010-2000	A-1、A-5	k-imai@jp.com
	SI SI CIM SESTION					
987654	SECOND INDUSTRIAL	KOJI KAWADA	03-8877-1111	7777-1000	A-1、A-10	Kawada@jp.com
	SALES SECTION					. (
200123	FIRST SE	HANAKO	045-5454-2323	7070-5555	A-2、A-8	уата@јр.сот
	OTO LEIM OFFICIAL	1 SICKICIAIC I				

STAFF NO.	DATE AND TIME	LOCATION	TELEPHONE NO.
987654	AUG. 12TH, 2002, 13:00 TO 15:00	OXSHOJI HEADQUARTERS, RECEPTION ROOM	03-1234-5678
887776	AUG. 13TH, 2002, 10:00 TO 12:30	OFFICE, 2ND FL. MEETING ROOM NO.1	
200123	AUG. 13TH, 2002, 10:00 TO 11:00	OFFICE, 1ST FL. MEETING ROOM NO. 3	048-777-1111
987654	AUG. 14TH, 2002, 10:00 TO 11:30	SHINAGAWA BLDG. MEETING ROOM NO. 1	03-333-1234/7010-2000

FIG 13

LOCATION TELEPHONE NO.	0:00 OXSHOJI HEADQUARTERS, 03-1234-5678 RECEPTION ROOM	7:00 SHINAGAWA BLDG. 03-3333-1234/7010-2000 MEETING ROOM NO. 1	4:00 OFFICE, 2ND FL. 048-777-1111 MEETING ROOM NO.1
DATE AND TIME	JULY. 29TH, 2002, 9:00 TO 10:00	AUG. 1ST, 2002, 15:00 TO 17:00	AUG. 7TH, 2002, 13:00 TO 14:00
STAFF NO.	987654	987654	887776

FIG.14

	2 (TRANSFER)	A-2	200123
IF HE ASKS ABOUT THE DATE OF SENDING A NEW PRODUCT PAMPHLET,	(MESSAGE)	A-1	987654
MESSAGE CONTENT TO THE CALLER	RESPONSE METHOD	CUSTOMER NO.	STAFF NO.

_	· .			
	MESSAGE CONTENT FROM THE CALLER	(AUTOMATICALLY REFLECTED)		
	RESPONDED DATE AND TIME	(AUTO- MATICALLY REFLECTED)	(AUTO- MATICALLY REFLECTED)	
	RESPONDENT	(AUTO- MATICALLY REFLECTED)	(AUTO- MATICALLY REFLECTED)	
	RESPONSE FLAG	(AUTO- MATICALLY REFLECTED)		
	REGISTERED DATE AND TIME	AUG. 8TH, 2002, 8:40	AUG. 8TH, 2002, 12:00	

FIG.15

RESPONSE METHOD	FUTURE MEETING SCHEDULE	BACKGROUND COLOR
1 (MESSAGE)		YELLOW
2 (TRANSFER)		BLUE
3 (REJECT RECEPTION)		RED
OTHER THAN THE ABOVE	YES	GREEN
CHIER HIM THE ABOVE	NO	WHITE

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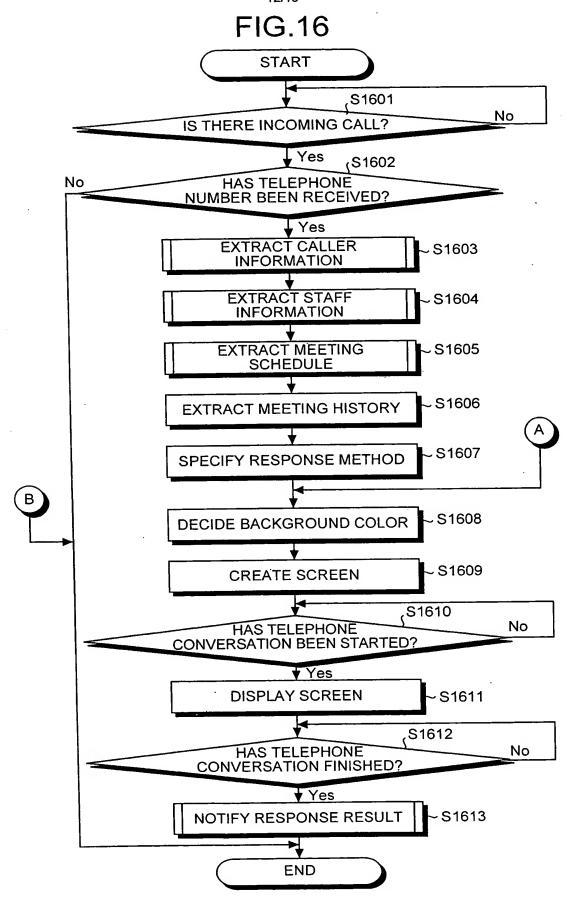


FIG.17

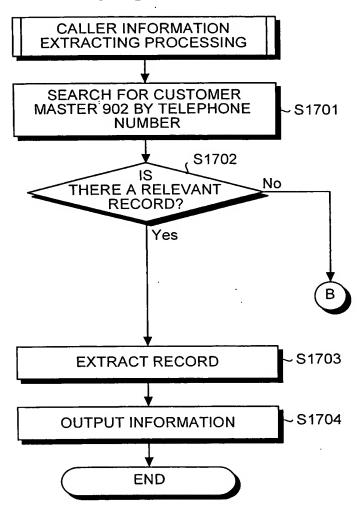


FIG.18

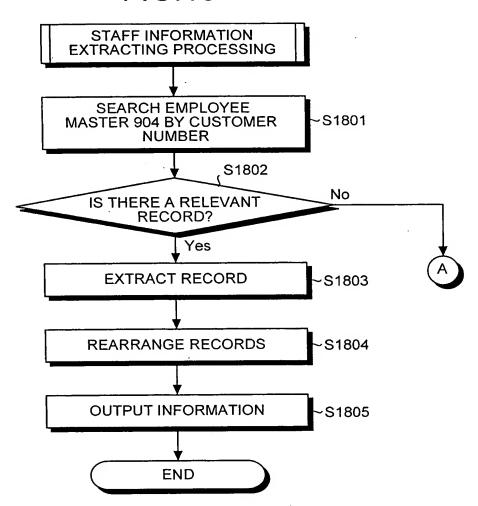
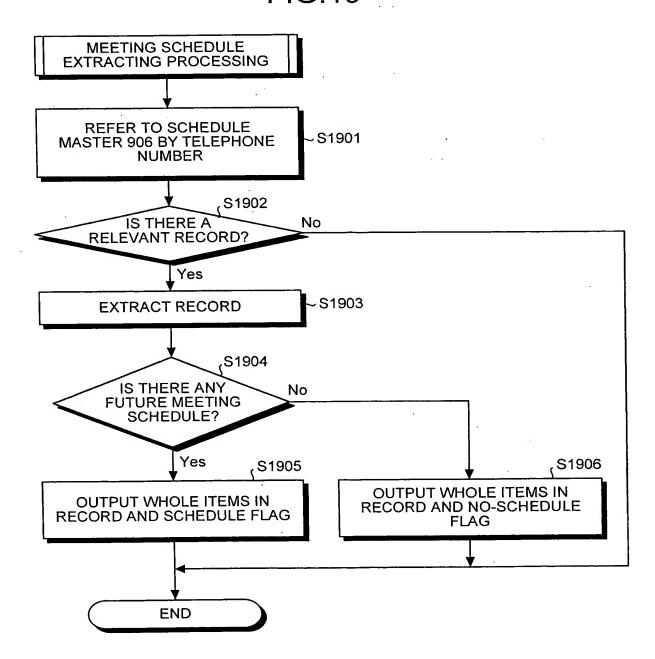


FIG.19



**FIG.20** 

